

2001

RISK MANAGEMENT MAGAZINE

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GENERAL RISK/INDUSTRY SPECIFIC

Running Down Rogue Traders

January, p. 19, John Conley
High-risk traders bring a great deal of
financial burden to their organizations.
Conley discusses how and why risk managers should take an active role in setting a
corporate policy in place to deal with this
burgeoning sector of employees.

Risk Reporter: Cost of Risk

January, p. 10, Laura Sullivan Higher retention levels and consolidated coverages mean the cost of risk may in fact be on the rise again.

Court in Session: Intellectual Property at Risk

February, p. 10, Judith Pearson Internet start-ups and software developers are not the only ones looking to protect intellectual property. Pearson looks at the many avenues of exposure that could lead any company to costly court cases and bankrupting results.

Risk Reporter: Only Fools Rush In

February, p. 7, Sean Marvel
Marvel analyzes the perils involved when
Darwinian market tendencies go into
effect for IPOs.

Keeping Violent Employees Out of the Workplace

March, p. 22, William Atkinson
Companies cannot afford the damage
caused by an employee who turns violent
in the workplace. Prescreening and testing
potential employees could prevent future
workplace disasters.

Risk Management Roundtable

March, p. 29

Five risk managers discuss the issues of the day from Internet solutions to e-problems, from enterprisewide approaches to broker relations.

Risk Reporter: Murder at Work

March, p. 7, Jane McDonald McDonald lays out the myriad forms of workplace violence.

Marketing Risk Management

April, p. 46, Mary Ann Cavallaro
Gaining internal support for risk management can be the most difficult part
of the job. Effective marketing techniques can capture the attention of top
executives.

Product Liability Claims: A Commonsense Approach to Prevention

April, p. 52, Ernest Bernabei III
Establishing guidelines for the messages of your company—advertising, warnings, memos, e-mails—can limit liability and preserve the company's position for inevitable lawsuits.

Risk Reporter: If David Letterman Had Been a Risk Manager

April, p. 12, Raymond Brinson
An insurance coverage attorney lists ten
things every risk manager should know
about insurance.

Hazy Expectations: Utilities Brace for Troubled Times

June, p. 20, John Conley Creative risk transfer mechanisms are vital tools for a power industry faced with deregulation and soaring energy demands.

Managing Risk on College Campus

June, p. 38, J. Tim Query
Risk managers guarding institutions of
higher education reveal their most vexing
problems and most successful solutions.

Risk Reporter: The Public Opinion Pendulum

July, p. 8, Billie Swift
Swift urges companies to consider the
negative effects of being perceived as
holding profit over public safety.

Risk Reporter: Chief Privacy Officers

July, p. 9, Suzanne I. Cohen
Cohen discusses the specific duties of the
position and its growing importance.

Risk Reporter: Hollywood Lights

August, p. 8, Ann Deering
Deering offers a tongue-in-cheek look at

the California energy crisis: Is the Terminator the solution?

End Analysis: Charter School Risk Management

August, p. 48, Lawrence T. Pistell
Pistell discusses the important role of risk
management in charter schools.

Executive Profiles

September, p. 12 RM talks with Verizon's chief financial offi-

cer and Duke Energy's chief risk officer about strategy, mergers and acquisitions, and translating risk tolerance into business decisions.

Four Cubed

September, p. 23, Felix Kloman Kloman expands on four hypotheses, four questions and four cautions drawn from thirty years of observation and practice in risk management.

In Praise of Progress

September, p. 9, Billie Swift
A look at companies dedicated to addressing women's recruitment, development and advancement.

Enhanced Risk Mapping

October, p. 40, Howard Kestenbaum
By combining readily available data
with additional quantitative techniques,
enhanced risk maps enable risk managers to base risk transfer decisions on
solid financial underpinnings.

Industry Focus: Health Care—Advance Directives

November, p. 50, Linda Norlander
Norlander shows how problems can
mount quickly unless advance directives are understood and used with
integrity and consistency.

Risk Reporter:

Lies, Damned Lies and . . . Controls November, p. 8, Mark Green, Ph.D. Green discusses the problems facing objective research and the use of controls in obtaining credible evidence.

End Analysis: Reflection

November, p. 64

RM addresses the role of risk management during September 11 and the days immediately following.

End Analysis: Freud, Fishing and Risk Management

December, p. 48, Patrick Doonan
Doonan offers a new perspective from
Australia: risk management in the eye of
Freud and the fisherman.

INSURANCE/RISK FINANCING

Fending Off Employment Practices Liability

January, p. 23, Richard S. Betterley
Betterley explains how and why, following
Coca-Cola's \$156 million settlement,
employers must take a look at the services
insurers provide beyond the EPLI policy.

State of the Market: Part I

January, p. 26, Gregory Alff

Alff provides the numbers that made the hard market a reality in the beginning of 2001, and offers predictions on where the market could go.

State of the Market: Part II

January, p. 38, William L. Granahan Granahan outlines ways to use the hard market to your company's advantage.

Coverage Concepts for Intellectual Property

February, p. 17, Richard S. Betterley As intellectual property coverage begins to grow in sophistication and availability, Betterley examines what the market has to offer.

The Intellectual Property Financial Tool

February, p. 23, Robert W. and Robin L. Fletcher

Intellectual property insurance offers value in its own right, but can also be an important step in realizing the untapped financial potential of IP.

Making the TRIP: A Domicile Selection Primer

March, p. 22, Kathryn Westover
Westover examines the four elements of the captive domicile selection process: taxes, regulations, infrastructure and perception.

Aces in the Sleeve

March, p. 54, John Conley
Conley discusses tools for the hard market, including captives, integrated risk portfolios and insurance/capital market products.

Derivatives Development

March, p. 62, Peter Kollock
Derivatives have become a staple
risk management tool as the trend
toward centralizing risk management grows.

Domicile Round-Up

March, p. 73, Stephen Nickson and Laura Sullivan An overview of domiciles around the globe.

New Directions in Broker Consolidation

April, p. 41, Peter Godfrey

As brokerage markets face new competition from banks, Godfrey wonders if the newcomers will be able to compete with the big-time players.

End Analysis: The Executive's Word

May, p. 48

RM talks with Joseph Plumeri about becoming the CEO of Willis and how he views the field.

Packing the Right Insurance for Commerce Abroad

June, p. 14, Gerald Fornwald
Fornwald discusses a set of core coverage concepts intended to unravel the tangle of regulation technicalities, unstable envi-

D&O Liability: The Battle for the Middle Market

ronments and insurance policy gaps.

June, p. 33, Brian Smith

Although the middle market is often overlooked by the insurance industry, its executive liability risks warrant special attention.

The Insurative Model: Integrating Risk Management and Capital Management

August, p. 10, Prakash Shimpi

There are two traditional models of corporate capital structure—the standard model and the insurance model. Shimpi examines the effects of the insurative model, a combination of the two.

Current Trends in Risk-Linked Securitizations

August, p. 17, Morton N. Lane, Ph.D., and Roger G. Beckwith

This review details the past year's risklinked securitization deals and takes a look at where the market is moving.

Examining the Motion of the D&O Market

September, p. 31, Phil Norton, Ph.D.
In addition to rising premium costs, customers must be wary of declining coverage quality that could further limit executive liability protection in the years to come.

Real Options

September, p. 37, Sumit Paul-Choudhury The real option model provides innovative hedging techniques, allowing companies to pursue riskier business ventures while maintaining high investor value.

End Analysis: Underwriting D&O in an Entrepreneurial Economy

September, p. 56, Brian L. Smith Smith asserts how and why a new underwriting focus is needed to reflect the new entrepreneurial economy.

Risk Reporter: Option Bubble

September, p. 8, Sumit Paul-Choudhury Paul-Choudhury offers some reasoning behind the collapse of the dot-coms, specifically their inability to profitably exercise their options.

Risk Reporter: Inflation Insurance

September, p. 8, Stephen Nickson Nickson explains the problems facing the U.S. Treasury's inflation-protection securities.

Construction, Ingenuity and Derivatives: A Profile

November, p. 22, Billie Swift

A construction company uses a weather derivatives package to protect profitability.

EMPLOYEE BENEFITS/HUMAN RESOURCES

The HR Balancing Act

February, p. 25, Stephen Nickson Nickson outlines the ways risk management and human resources can work together—without stepping on each other's toes—to prevent employee-related liability, losses due to staff resignations and other problems.

Risk Reporter: Paging Dr. Web

February, p. 8, Sean Marvel Internet technology helps benefits specialists deal with rising health care costs.

Benefits Maneuvers, Midsized

June, p. 27, Brian Goebel

Midsized companies using customization when composing a health care benefits package can retain a top-notch staff and deal with an aging workforce.

Risk Reporter: United Airlines' ESOP Woes

June, p. 9, Suzanne I. Cohen Ensuring employee trust and faith in a stock ownership plan is vital to the plan's success.

Putting New Life into Captives

August, p. 34, Kathryn Westover
As the market hardened, sponsored captives began garnering interest as an attractive way to finance employee benefits programs.

Risk Reporter: From Ponce de Leon to Prescription Medication

August, p. 8, Billie Swift

America's senior citizens find hardships when it comes to receiving adequate medical treatment for severe medical problems.

Risk Reporter: Covering the Cause and Effect

September, p. 8, Billie Swift
Swift looks at the implications of covering Viagra but not prescription contraception.

Risk Reporter: "Thank You" Goes a Long Way

September, p. 9, Billie Swift
It may be the little things that truly count for employees.

Risk Response: Captive Benefits Programs

September, p. 11, Kathryn Westover Westover explains what it would take to make a captive or rent-a-captive program more advantageous than traditional insurance programs.

Risk Reporter: Reservists' Rights

December, p. 8, Billie Swift
Swift outlines the rights of reservists before,
during and after they are called to duty.

LOSS CONTROL/CRISIS MANAGEMENT

Total Recall

January, p. 42, David Lattin
An Australian pharmaceutical company barely survived one of the country's largest recalls. Lattin discusses how it managed to survive by placing consumer safety ahead of its bottom line.

End Analysis: Partners in Havoc

January, p. 56, R. Paul Hulsebusch Hulsebusch explains how TPAs can factor into building a catastrophe team, and lays out guidelines for disaster management.

The Expanding Energy Crisis

May, p. 10, Ann Deering
As blackouts spread down the coast of
California, Deering asked two important
questions: Could this happen in your state?
What would you do?

The Power of Public Opinion

May, p. 41, Richard E. Nicolazzo
Examining the Bridgestone-Firestone fiasco
shows how poor communication planning
can cause irreparable damage to a brand.

Embracing Disaster with Contingency Planning

May, p. 18, Yuko Mitome and Karen D. Speer, with Billie Swift

The authors examine how Seattle businesses fared during a 6.8-level earthquake, offering advice for ensuring efficient contingent action.

Risk Reporter: No Pulp Fiction

June, p. 7, Suzanne I. Cohen
The National Association for
Information Destruction offers tips for
document security.

WORKERS' COMPENSATION/SAFETY

Risk Reporter: Getting Older

March, p. 7, Sean Marvel Aging baby boomers lead to concerns regarding proper workers' comp and worker safety.

End Analysis: Murder Incorporated

March, p. 80, Charlie Morgan
Criminal charges are becoming a significantly compelling reason for firms to stress worker safety.

Pulling Together: Workers' Comp Pools

April, p. 31, John Conley
Self-insurance pools are an alternative to hardening markets and rising workers' compensation rates.

The Mobile Communication Threat: Drivers in Danger

May, p. 28, Phil Moser
Mobile phones, navigational units and handheld electronic organizers can increase the chance of employee collisions.

Risk Reporter: Beyond the OSHA Reversal

May, p. 6, Billie Swift
Swift provides numbers on the costly effects of workplace injuries.

Multiple Chemical Sensitivity

May, p. 7, Bruce R. Fox
Fox looks at the rising number of multiple
chemical sensitivity cases and its ambiguous
causes.

Empowering Employees to Manage Their Own Return to Work

November, p. 31, Vincent Armentano
Companies can bridge the gap between
the connected and the unconnected parties of the workers' comp system in order
to rid the system of its traditionally adversarial nature.

Do Mobile Phones Pose an Unacceptable Risk? Adequacy of the Evidence

November, p. 40, Marc Green, Ph.D. Green offers evidence of how the findings of case studies, examinations and experiments do not always stand up to close scrutiny, helping risk managers to understand the evidence and ensure that company policy is based on solid fact.

Worker Safety: John Deere

December, p. 10, Billie Swift
John Deere factories have gone eight million hours without a lost-time injury.
Deere outlines the history of its program and offers guidelines to help any company accomplish positive results.

Ergonomics: Back to Basics

December, p. 30, Stephen Nickson Two risk managers implemented programs of exercises, awareness and working positions to reduce claims and provide employees with the means to take care of themselves.

Tracking Loss: Indexing Progress at the Workers' Compensation Board of British Columbia

December, p. 34, Laura Sullivan Ella Young and her risk management staff developed three monthly indexes that chart the top drivers of loss at the WCB.

Risk Reporter: Workers' Compensation Marketplace

December, p. 9, Stephen Nickson Nickson lays out guidelines to follow when renewing workers' compensation policies.

TECHNOLOGY

Risk Reporter: Warning: Business Is War

January, p. 8, Stephen Nickson Nickson reveals the insecurity of electronically held confidential company files.

Risk Reporter: Follow that E-mail Trail

January, p. 9, Laura Sullivan
How risk managers should prepared to
handle the discovery suits that may arise
due to the vast archives produced by
e-mail transmissions.

Risk Reporter: Spy Mail

February, p. 6, Stephen Nickson Nickson explores the upsides and downsides to increased e-mail features, including the ability to track your e-mail.

Risk Reporter: On Learning Online

February, p. 8, David Samuels
The limitations of traditional education have been realized, and the potential of online learning has gained acceptance.

E-Commerce, E-Risks, E-Gads

July, p. 14, William Kelly Kelly focuses on the legal and insurable aspects of information security risks, with guiding principles to evaluate e-insurance proposals.

Making Sense of Application Service Providers, Part 1: Business Computing Comes Full Circle

July, p. 21, Billie Swift
Risk managers need to understand the
technology behind the services being
offered. In the first of a two-part series,
Swift reviews the development of business
computing.

Technology, Productivity and Other Lies July, p. 37, Donna Ferrara

Every new advancement offers the same purported benefit—increased efficiency—but these gadgets may actually be hurting productivity.

The New Marketplace: Online Risk Exchange

July, p. 45, Laura Sullivan
Sullivan examines the potential benefits
and problems of facing these risk management platforms.

The Reality of Hackers

July, p. 50, Jim Kates with Stephen Nickson Hackers are, more often than not, working from the inside. Businesses need strong internal security policies and measures in place to prevent potential disasters.

Making Sense of ASPs, Part II: Putting Risk Management Skills to Work

August, p. 29, Billie Swift
Part two describes what ASPs can do for risk managers and presents a checklist of priorities when searching for a provider.

Securing Privacy

October, p. 14, Mark Greisiger
Privacy and security are not the same
thing. Greisiger goes over privacy drivers,
applicable laws, privacy risks and mitigation techniques.

Electronic Legal Bill Review

October, p. 20, Robert J. Thomas Thomas reviews the background, the process, the advantages and the questions to ask a prospective provider when considering an online legal bill review system.

Opening Up a Discussion on Computing: Finding Security Alternatives and More

October, p. 26, Billie Swift
Swift examines how open source systems
and software can offer another approach to
security by using the public as a worldwide problem-solving team.

The Advantages and Challenges of Online Loss Control

October, p. 34, Steven Di Pilla
Di Pilla weighs the pros and cons of online
loss control.

Risk Reporter: Wireless Threats

October, p. 9, Billie Swift
Wireless network service providers may
not be doing enough to protect your
information.

Risk Reporter: Internet Policies Sales Strengthen

November, p. 9, Stephen Nickson The stand-alone term insurance market shows growth in Internet sales.

Risk Reporter: Identity Theft

November, p. 9, Stephen Nickson Nickson discusses the growing problem of identity theft, laying out key steps necessary to ensure the security of confidential information.

Online: E-ffective Risk Management

December, p. 38, Patrick Vice
Connie Burkhard and John Kerr built loss control Web sites to reach their customers and enhance their services.

ENVIRONMENTAL

Good Environs

February, p. 36, John Conley
Conley discusses the growing popularity
of environmental policies, examining the
environmental impairment liability insurance market.

End Analysis: Euro Green

February, p. 48, François Settembrino Breaking down the specifics of the European Commission's February 2000 White Paper on Environmental Liability, Settembrino highlights the sections of concern and possible implications.

Beyond Sick Building Syndrome: Toxic Mold Litigation Enters the Main Stream

November, p. 12, Ann Deering
Deering examines how the toxic mold crisis developed and outlines ways for companies to protect against this threat.

INTERNATIONAL

Risk Reporter: Rising Sun

January, p. 10, Laura Sullivan Sullivan takes a look at Japan's emergence from its decade-long economic slump.

End Analysis: Making Political Risk Fit April, p. 80, Sam Wilkin

Wilkin discusses the impact of politics on business, then lays a plan for defining, identifying and assessing political risk.

Emerging Markets: Health Care Evolves in **Brazil**

June, p. 13, Ronn Gabay and Gisele Norris
The authors examine the perils and
progress of Brazil's efforts to develop highquality, affordable health plans for large
employers.

Emerging Markets: Opening Eastern Markets

September, p. 52, Stephen Nickson and Laura Sullivan

The authors review the developing insurance markets in Bulgaria, Croatia and Romania.

CLAIMS

TPA: The Next Generation

January, p. 14, James Del Vecchio Del Vecchio explores how the next generation of TPAs are providing real value with smart results that go beyond claims processing.

Auditing Your TPA

January, p. 51, Ernest H. Gore
Gore takes a look inside the processes and
promises for telltale signs of TPA failure or
success.

Fraud: Fighting Small-Town Fraud in Upstate New York

December, p. 18, Stephen Nickson
The system is simple: employ one fulltime investigator to monitor the claims
and the people who make them.

ENTERPRISE RISK MANAGEMENT

Thinking in Numbers

February, p. 30, Mark Jablonowski
The key to making holistic risk management work is understanding the numbers behind all the risks. Statistical intuition

may give the operational risk manager a slight advantage.

Enterprising Solutions: Demystifying ERM

February, p. 46, James Lam
For the risk professional and business community, Lam postulates how the acceptance of ERM represents a brighter future.

CRO: Here to Stay

April, p. 16, James Lam
The CRO is effective and necessary. But what is the role of the CRO and who gets the job?

Does Enterprise Risk Management Count?

April, p. 25, Brian W. Merkley Evidence suggests that enterprise risk management increases an organization's investment appeal.

Enterprising Solutions: The Use of Economic Capital in ERM and Risk Transfer

August, p. 44, James Lam
Lam details the ways risk managers in
other industries besides financial services
have developed different methods to apply
economic capital in their risk management
programs to address risk on an enterprisewide basis.

Step-by-Step ERM

September, p. 43, Benton A. Brown
Senior managers need to understand the
scope, mechanics and potential benefits of
enterprise risk management; risk managers
need to see the context and contribution
of their activities in ERM programs.

End Analysis: ERM Advice from the Pioneers

October, p. 64, Lance Kayfish
The Economist's Third Annual Global Risk
Conference presented advice from ERM's
pioneers.

Enterprising Solutions: Top Ten Requirements for Operational Risk Management

November, p. 58, James Lam Lam lays out ten steps to operational risk management that can help increase the likelihood of achieving business objectives and reducing operational loss.

Enterprisewide: Building a Risk Management Program from the Ground Up December, p. 24, Laura Sullivan

In seven years, Iscor Corporation, in Pretoria, South Africa, devised an encompassing system of risk management committees and evaluation methods.

LEGAL/REGULATORY

Risk Reporter: The Bomb Went Off

January, p. 9, Stephen Nickson Coca-Cola company paid over \$156 million in the largest settlement ever recorded in a racial discrimination case.

Rules and Regulations: Mr. Bush Goes to Washington

March, p. 8, Joanne Bullard What the incoming Bush administration could mean for risk managers.

Tiptoeing through Mass Tort Litigation *April, p. 63, Brian D. Beglin and David M.*

A company can get the verdict it wants in a multimillion dollar case by managing its in-house, local and national counsel.

How Fair is Fair?

April, p. 71, Donna Ferrara
Ferrara examines the potential hidden risk
management implications of the SEC Fair
Disclosure Rule.

Rules and Regulations: Patients' Bill of Rights

April, p. 77, *Joanne Bullard*The evolution and implications of a patients' bill of rights.

Rules and Regulations: H.R. 785: The Policy Holder Protection Act

May, p. 9, Ross J. Davidson and Scott A. Gilliam

The authors outline the Policy Holder Protection Act, which ensures that when disaster strikes, insurance companies can keep the promises they make.

Rules and Regulations: The Ergonomics Debate Shifts Gears

June, p. 46, Joanne Bullard
Bullard reports on the latest developments
in Washington following the rescinding of
the OSHA ergonomics rules.

Rules and Regulations: E-Sign Language July, p. 61, Jack Harari

Harari examines how the Electronic Signature in Global and National Commerce Act meshes (and clashes) with the existing state laws on e-signatures.

Managing Financial Reporting Risks Under SAB 101

August, p. 41, Huong N. Higgins, Ph.D. Higgins advises risk managers on examining sales promotions practices that could be inappropriately accounted for and on building a self-check program for corporate financial policy and practices.

Rules and Regulations: In Favor of Tort Reform

August, p. 45, Denis Julien How and when did liability claims get out of hand?

Risk Reporter: A Call for Ethics on Wall Street

September, p. 9, Billie Swift Swift recaps the Securities Industry Association's guidelines intended to help securities firms rein in their analysts and other employees.

Rules and Regulations: Dot-Com Litigation 101: Web Site Designers

October, p. 58, Jack Harari
Harari explores how the law is responding to the Internet, and what you need to know before taking your company online.

Rules and Regulations: Ergonomic Filibuster

November, p. 61, Laura Sullivan Sullivan recounts scenes from the summer 2001 OSHA ergonomics forum in Washington.

Rules and Regulations: Grassroots Success in Ohio

December, p. 45, Joanne Waldman Waldman discusses the successful repeal of the Uninsured/Underinsured Motorist Availability Act in Ohio.

CAREER

Career Builder: Closing Pitcher

January, p. 11, Merrie Spaeth
Tips on boardroom communication and
marketing risk management within the
company.

Career Builder: On Presentations

April, p. 9, Merrie Spaeth Learn how to keep your audience awake and inspired by your ideas.

Career Builder: Volunteer Visibility

July, p. 10, Merrie Spaeth
Volunteering brings you to the attention
of executives and provides you with new
skills.

Career Builder: Humor as a Presentation Tool

October, p. 60, Merrie Spaeth Another tip for presentation power: humor.

QUALITY

Considering Quality: (kwol'i tee) n: degree of excellence

March, p. 9, R. Suzen Shaw Shaw reflects on the importance of keeping one's word.

Where Has Quality Gone?

May, p. 35, Joseph F. Noferi and

Daniel E. Worden

Manufacturers have streamlined business efficiency but may have left behind the principle of quality assurance.

Considering Quality: Quality in the Classroom

June, p. 12, R. Suzen Shaw
Shaw ponders the downturn in classroom quality and the consequences for future generations.

Observations on Quality: The Principles of Quality

October, p. 48, Mike Williams, Mitch Griffen and Jill Attaway

Best practices prove that quality management works, but implementing successful ideas is not always simple.

Observations on Quality: Motherhood, Apple Pie and Quality

October, p. 54, William J. Kelly
Why is it so hard to define quality for
the risk management field? It may have
something to do with a client base too
broad to agree on just one approach to
the topic.

RIMS

Exhibit Hall Preview

March, p. 65
An advanced peek at the 39th RIMS
Annual Conference and Exhibition in
Atlanta.

Atlanta Conference Guide

April, Center Insert
A comprehensive guide to the 39th RIMS
Annual Conference & Exhibition.

End Analysis: RIMS Atlanta—in Review July, p. 64

A review of the 39th RIMS Annual Conference & Exhibition.

Rules and Regulations: RIMS on the Hill Recap

September, p. 53, Joanne Bullard Bullard examines the efforts of RIMS on the Hill, highlighting risk management concerns with the Patients' Bill of Rights legislation.

